

Message Text

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ACTION FSI-01

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FM AMEMBASSY CAIRO

TO SECSTATE WASHDC 5006

INFO AMCONSUL ALEXANDRIA

UNCLAS CAIRO 9131

EO 11652: NA

TAGS: AFSI EG

SUBJECT: FSI: COMMERCIAL LOCALS U.S. TRAINING PROGRAM

REF: STATE 156551

1. EMBASSY NOMINATES FOLLOWING FSL EMPLOYEES, IN ORDER OF PRIORITY, FOR ATTENDANCE AT SUBJECT COMMERCIAL TRAINING PROGRAM: A) HATEM OKASHA EL DALI, AMEMBASSY CAIRO, AND B) VICTOR IBRAHIM MASSAD, AMCONSUL ALEXANDRIA.

2. EL DALI WAS BORN MAY 12, 1934, AT GIZA (CAIRO), EGYPT. HE IS FLUENT IN WRITTEN AND SPOKEN ENGLISH. HE HAS BEEN EMPLOYED BY USG SINCE 1962 WHEN HE RECEIVED BA DEGREE IN ECONOMICS AND BUSINESS ADMINISTRATION FROM AMERICAN UNIVERSITY IN CAIRO. HE HAS UNDERTAKEN GRADUATE STUDIES IN INDUSTRIAL MANAGEMENT AT THE SAME INSTITUTION AND COMPLETED SIX UNITS OF FSL COMMERCIAL SPECIALIST CORRESPONDENCE COURSE IN PERIOD 1968-69. SPECIFIC INDUSTRY AND PRODUCT CATEGORIES OF PRIME INTEREST ARE MACHINE TOOLS, AGRIBUSINESS, CONSTRUCTION, ROAD MACHINERY AND EQUIPMENT AND TEXTILE MACHINERY AND

EQUIPMENT; SCHEDULE OF CITIES IN US TO BE VISITED SHOULD REFLECT THESE INTERESTS. EL DALI IS A KEY MEMBER OF EMBASSY'S ACTIVE COMMERCIAL SECTION WHO CLEARLY MEETS CRITERIA FOR ATTENDANCE AT TRAINING PROGRAM SET FORTH PARAS 3-5 REFTEL. HE IS RESPONSIBLE FOR BROAD RANGE OF COMMERCIAL SERVICES AT SUPERVISORY LEVEL, MEETS VIRTUALLY DAILY WITH VISITING US (AND OTHER) BUSINESSMEN SEEKING INFORMATION OR EMBASSY UNCLASSIFIED

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ASSISTANCE AND HAS SHOWN HIMSELF TO BE PARTICULARLY ADEPT

AT COORDINATING ACTIVITIES OF US TRADE MISSIONS TO EGYPT.

3. MASSAD WAS BORN AUGUST GWIN 1929, AT JAFFA, PALESTINE. HE HAS BEEN RESIDENT IN EGYPT SINCE 1948. MASSAD IS FLUENT IN ENGLISH. HE PASSED LONDON MATRICULATION EXAMINATION FOLLOWING

HIS SECONDARY EDUCATION AND RECIVED DEGREE IN LAW FROM UNIVERSITY OF ALEXANDRIA. HE BEGAN SERVICE WITH CONGEN ALEXANDRIA

IN 1953 AS PART TIME TRANSLATOR; SINCE 1957 HE HAS BEEN FULL TIME COMMERCIAL SPECIALIST. HE IS PROLIFIC DRAFTER OF CONGEN REPORTS AND MESSAGES IN /C FIELD. MASSAD COULD USEFULLY UNDERTAKE SPECIAL STUDY VISITS OF MAJOR PORT OPERATIONS, PETROLEUM EXPLORATION ACTIVITIES (INCLUDING MANUFACTURE OF EQUIPMENT), COTTON TEXTILE PLANTS AND PETROCHEMICAL INDUSTRIES, WITH EMPHASIS ON SALES AND EXPORT PROGRAMS. TO MEET THESE INTERESTS, TRAVEL SCHEDULE SHOULD CENTER ON VISITS TO SOUTHERN TEXTILE CENTERS, PORTS OF MIAMI, NEW ORLEANS OR HOUSTON AND PETROLEUM /PETROCHEMICAL INDUSTRIES IN SOUTHWEST. MASSAD IS HGHLY VALUED MEMBER OF CONGEN STAFF WHO CLEARLY QUALIFIES FOR TRAINING PROGRAM AND WHO HAS EXTRADORDINARY POTENTIAL IN EXPORT PROMOTION FIELD.

4. BOTH CANDIDATES ARE FULLY CAPABLE OF FULFILLING PUBLIC SPEAKING ENGAGEMENTS AND CONDUCTING INTERVIEWS IN CONNECTION WITH TRAINING PROGRAM. BOTH ALSO ARE IN GOOD HEALTH AND ABLE TO HANDLE WITHOUT DIFFICULTY FULL SCHEDULE PLANNED FOR

PROGRAM.

5. GIVEN FACT THAT EGYPT IS MOST POPULOIS ARAB NATION AND POTENTIALLY BY FAR LARGEST MARKET FOR US GOODS IN MIDDLE EAST, EMBASSY RECOMMENDS ACCPETANCE OF BOTH CANDIDATES FOR TRAINING PROGRAMGM PRIORITY RANKING REQUIRED BY EFTTEL IS MADE SIMPLY ON BASIS CAIRO-BASED FSL IS CONCERNED WITH BROADER RANGE OF US/EGYPTIAN COMMERCIAL RELATIONS AND GREATER VOLUME OF US EXPORTS. MAGNITUDE OF TRADE INVOLVED (US EXPORTS TO EGVYPT DOUBLED IN EACH OF LAST TWO YEARS AND MAY WELL REACH \$1,000 MILLION LEVEL IN 1976) SUGGESTS STRONGLY THAT US INTERESTS WOULD BE WELL SERVED BY PARTICIPATION IN COURSE OF BOTH UNCLASSIFIED

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EL DALI AND MASSAD.
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